

Cities of Salem and Beverly

**Invitation for Bids
Salem 0-26/Beverly 12-051**

**Solid Waste and Recyclable Material Collection and Transportation and City of
Beverly Operation of the Municipally Owned Compost Facility**

Addendum #2
December 24, 2012

Question 1:

If a company is awarded both communities, can existing routes be changed? (The example given was to use one manager for both communities; pick up 3 days in one City 2 days in the other.)

Answer 1:

Salem and Beverly- We are willing to work with any contractor to discuss potential route changes.

Question 2:

What are the current contract costs for both Cities? (Beverly's only includes transportation; Salem's also includes disposal).

Answer 2:

Salem- \$2.741 million (includes transportation and disposal)

Beverly- \$1.32 million (includes transportation does not include disposal)

Question 3:

Since the contractor will own the recyclables in Beverly, will the City entertain single stream recycling?

Answer 3:

Beverly- No

Question 4:

Given the differing nature of the Beverly and Salem contracts, can you clarify where the Cities see the synergies and the economies of scale?

Answer 4:

Salem- Potentially changing routes, sharing management structure, etc. We assume the contractors may have some additional suggestions for economies of scale.

Beverly- We will leave it up to contractors to identify the synergies and the economies of scale.

Question 5:

How will TV pick-up and white goods be handled in each community?

Answer 5:

Salem- White goods separate pick-up by the contractor who owns goods; TV's by sticker program guidelines page 42.

Beverly- Residents make appointments thru the City of Beverly Engineering Department for CRT's and White Goods. The Engineering Department creates and then sorts the list by collection day order. The sorted list is available on the third Friday of each month @ 1 p.m. and is available electronically. White Goods and CRT's are collected on the third Saturday of each month.

Question 6:

Please clarify if contractors can pick and choose Beverly vs. Salem on bid sheets?

Answer 6:

Beverly and Salem- Bidders not bidding on all years for both Beverly and Salem will be deemed non-responsive.

Question 7:

Please clarify, in Salem's document, the incentive to bring trash to Covanta Haverhill? Who receives the incentive, and what is it?

Answer 7:

Salem- Covanta has indicated that they would provide an incentive directly to the hauler for disposal at the Covanta Haverhill facility, details to be worked out with the hauler and Covanta.

Question 8:

Are there restrictions on the use of sub-contractors if the contractor can't do part of the contract?

Answer 8:

Salem- See Article 10A, page 26 in Salem package.

Beverly- See Section D on pages 32 and 33 in Beverly package.

Question 9:

What does operation of Beverly's compost facility entail? Will the contractors be able to tour/visit the facility?

Answer 9:

Beverly- Please see pages 23, 24 and 25 of the Bid specification for the City of Beverly. In order to schedule a tour, please contact Purchasing Agent David Gelineau @ 978-921-6000, email dgelineau@beverlyma.gov or Robert Dever from the City of Beverly Engineering Department at 978-921-6000, email rdever@beverlyma.gov.

Question 10:

Does Salem currently have a separate disposal contract?

Answer 10:

Salem- No. See answer to Question 2.

Question 11:

Will Salem have a separate contract for Disposal starting in July 2013?

Answer 11:

Salem- Yes, with Covanta.

Question 12:

Who decides which Covanta facility Salem's trash will go to?

Answer 12:

Salem- The hauler will determine that with Covanta.